

CA30NHW Q78

A16

1983 - 1st Quarter

Hamilton-Wentworth Regional  
Municipality. Dept of Economic  
Development

Activity Report

1983 1ST QUARTER





# THE REGIONAL MUNICIPALITY OF HAMILTON-WENTWORTH

Economic Development Department  
119 King Street West, 15th floor  
Hamilton, Ontario, Canada  
Industrial Development Convention and Tourism (416) 526-4222  
Toronto Direct 694-5732  
Telex No. 061-8466

Mailing Address:  
P.O. Box 910, Hamilton, Ontario  
L8N 3V9  
Canada

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CA30NHWQ78  
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Refer to File No.  
Attention of  
Your File No.

*John (C)*

## MEMORANDUM NO. 359

TO: The Chairman and Members  
Economic Development Committee

RE: 1983 Activity Report - First Quarter Summary

### REPORT CONSISTS OF:

#### A. BUSINESS DEVELOPMENT

1. NEW INQUIRIES FOR PLANT RELOCATION - UP 13.45%
2. FIRMS PLACED AT NEW ADDRESSES - UP 9%
3. COMPANY INQUIRIES STILL OUTSTANDING - 1043
4. COMPANY INQUIRIES WITHDRAWN - 46
5. COMPANIES LOST - 1
6. SUMMARY
7. BUILDING PERMIT SUMMARY

#### B. VISITOR AND CONVENTION SERVICES.

#### C. WENTWORTH HERITAGE VILLIAGE.

#### D. THE HAMILTON MUSEUM OF STEAM AND TECHNOLOGY

Respectfully submitted,

John D. Morand  
Director - Economic Development

JDM:jk



(A) BUSINESS DEVELOPMENT REPORT

It would appear that interest rates have stabilized and that the general economy may be on the road to recovery. A good indicator that there is a return to profitable business conditions is the fact that Hamilton-Wentworth's unemployment rate decreased in the month of March by 1%. Stelco and Dofasco are recalling some employees and the automotive industry appears to be more than holding its own.

Inquiries from firms wishing information on the Region increased from last year by 13% to 253 and firms that either expanded, relocated or entered the Region numbered 24, up 9% from the same period last year. No speculative construction or major expansions occurred in the first quarter and this is reflected in a decrease in the value of building permits issued; down by 26%.

In the form of loans, grants or guarantees, Hamilton-Wentworth firms have been the recipients of \$4.7 million from the Ontario Development Corporation. The Department has cooperated with ODC in many of the loan applications. In addition, the Department has been involved in well over one hundred business contacts where one or more firms have been brought together in order to consummate real estate deals, joint ventures, license agreements or agency arrangements. Included in the above are product and professional services referrals. The following table illustrates the breakdown of business contacts arranged by the Department.

Category	#
1. Joint venture/licensing/agency contacts	3
2. Professional service referrals	55
3. Real estate referrals	33
4. Product referrals	14

The City of Hamilton, the Convention Centre, the Hamilton Civic Airport and the Region jointly hosted a very successful luncheon and tour for a visiting Italian trade delegation. More than 100 businessmen from the Region attended the lunch and tours of Dofasco, the Airport and Fortinos were conducted for the trade mission. The purpose of hosting the delegation was to promote the use of the Hamilton Civic Airport and the Convention Centre. Similarly, an effort is being made to form closer ties with the Italian-Canadian Chamber of Commerce with the intention of having a Chapter opened in Hamilton. Hopefully these contacts will lead to the establishment of Italian firms in Hamilton-Wentworth, particularly bank branches headquartered in Italy. The Department has a special study directed towards foreign based banks. As a result of the contacts made, an Italian trade show will be booked into the Convention Centre next year. Arrangements are now underway and Councillor Lombardo is assisting us in this matter.

Department staff were present at trade fairs in Cairo, Hannover and Orlando. Letters from the Department have been sent to qualified prospects and appropriate action is being taken.

A.2

NEW INQUIRIES FOR PLANT RELOCATION (1983 1ST QUARTER): \*\*

	<u>1978</u>	<u>1979</u>	<u>1980</u>	<u>1981</u>	<u>1982</u>	<u>1983</u>	<u>* %</u>
1. Jan. - Feb. - Mar.	49	33	97	109	223	253	13.45
2. Apr. - May - June	63	40	65	131	185		
3. July - Aug. - Sept.	68	59	141	159	52		
4. Oct. - Nov. - Dec.	<u>32</u>	<u>86</u>	<u>45</u>	<u>90</u>	<u>176</u>	—	—
TOTAL	212	218	348	489	636	253	13.45

\* Percentage change with respect to same period of the previous year

\*\* Records are kept with respect to the origination of each lead in order to review the cost effectiveness of our marketing and media programs. These programs are reviewed and updated semi-annually.

A.3

FIRMS PLACED AT NEW ADDRESS (1983 1ST QUARTER): \*\*

	<u>1978</u>	<u>1979</u>	<u>1980</u>	<u>1981</u>	<u>1982</u>	<u>1983</u>	<u>* %</u>
1. Jan. - Feb. - Mar.	28	20	38	32	22	24	9.09
2. Apr. - May - June	34	34	38	34	25		
3. July - Aug. - Sept.	33	38	41	182	23		
4. Oct. - Nov. - Dec.	<u>31</u>	<u>49</u>	<u>42</u>	<u>30</u>	<u>21</u>	—	—
TOTAL	126	141	159	278	91	24	9.09

\* Percentage Change with Respect to Same Period of the Previous Year.

\*\* The department records information on new and expanded industries. Such information is obtained from real estate brokers, banks, lawyers, accountants and developers as well as the department's own location service activities with new or expanded industries.

To date, the department has been directly involved in at least 38% of the cases referred to above.

A.4

COMPANY INQUIRIES STILL OUTSTANDING (1983 1ST QUARTER):

	<u>1981</u>	<u>1982</u>	<u>1983</u>
1. January - February - March	72	209	229
2. April - May - June	89	168	
3. July - August - September	83	47	
4. October - November - December	73	73	
TOTAL	317	497	229

TOTAL OUTSTANDING: 1043

Inquiries are considered outstanding as long as the company demonstrates continuing interest in expansion or relocation. In some cases, the finding of a suitable property meeting all the company's requirements (rail, cranes, size, services, etc.) can take several years. This Department maintains records of the company's needs and when a property comes on the market, it is matched to the company's requirements. Client's plans are also subject to continuous change reflecting the company's feel for the market.

A.5

COMPANY INQUIRIES WITHDRAWN (1983 1ST QUARTER):

	<u>1979</u>	<u>1980</u>	<u>1981</u>	<u>1982</u>	<u>1983</u>
1. January - February - March	11	25	32	61	46
2. April - May - June	16	16	8	16	
3. July - August - September	20	13	15	50	
4. October - November - December	14	20	7	4	
TOTAL	61	74	62	131	46

Interpretation

The above are inquiries that have been withdrawn for such reasons as the following:

	<u>1983</u>	<u>YR.D</u>
1. Decided To Expand On Their Existing Property		
2. Were Unable To Raise Additional Financing	5	
3. Renewed Lease On Existing Facilities		13
4. Looked Here But Went Elsewhere	13	
5. Proposed New Business That Failed To Materialize	13	
6. Abandoned Development Due To Economic Conditions	15	
TOTAL	46	

These classifications were established as a result of individual contacts and relevant notes are entered on the Confidential Inquiry Sheets.

A.6

COMPANIES LOST (1983 1ST QUARTER):

	<u>1979</u>	<u>1980</u>	<u>1981</u>	<u>1982</u>	<u>1983</u>
1. January - February - March	2	2	3	1	1
2. April - May - June	1	0	1	2	
3. July - August - September	0	1	0	1	
4. October - November - December	<u>2</u>	<u>1</u>	<u>0</u>	<u>0</u>	
TOTAL	5	4	4	4	1

1983 (1ST QUARTER):

<u>COMPANY</u>	<u>FROM</u>	<u>TO</u>	<u>EMPLOYEES</u>
Royal Mattress	Hamilton	Burlington	<u>40</u>
TOTAL			40

A.7

FIRMS OR BRANCHES NEW TO THE REGION (1983 1ST QUARTER CUMULATIVE): \*\*

<u>COMPANY</u>	<u>PRODUCTS</u>	<u>NEW EMPLOYEES</u>	<u>APPROXIMATE NEW TAXES \$*</u>
			1) Business 2) Realty 3) <u>Total</u>
1. Cochrane-Dunlop 419-423 Seaman Avenue Stoney Creek, Ont (Q1)	Industrial Distribution (Commercial)	15	1) 5,573 2) 9,288 3) <u>14,861</u>
2. Pioneer International 285 Nash Road North Hamilton, Ont (Q1)	Balloons (Manufacturing)	34	1) 5,432 2) 9,054 3) <u>14,486</u>
3. Data Tech Systems Ltd. 160 Centennial Pkwy Hamilton, Ont (Q1)	Computer Systems (Service)	1	1) 288 2) -- 3) <u>288</u>
4. Steel City Surplus 212 King William Street Hamilton, Ont (Q1)	Tools & Machinery (Commercial)	4	1) 2,340 2) -- 3) <u>2,340</u>
5. Howie Carr Amusements 33 Aikman Avenue Hamilton, Ont (Q1)	Sales/Service-Amusements (Commercial)	13	1) 6,660 2) 11,100 3) <u>17,760</u>
6. Mowat Ltd. 574 Dundas St. W. Waterdown, Ont (Q1)	Delivery/Warehousing (Commercial)	38	1) 7,200 2) 12,000 3) <u>19,200</u>
7. Electronic Supplies Inc. 351 Nash Road Hamilton, Ont (Q1)	Electronic Supplies (Commercial)	2	1) 540 2) -- 3) <u>540</u>
8. The Barn 357 Hwy #8 Stoney Creek, Ont (Q1)	Produce (Commercial)	N/A	1) 2,160 2) 3,600 3) <u>5,760</u>
TOTAL NEW BUSINESS TAXES		107	1) 30,193 2) <u>45,042</u>
TOTAL NEW REALTY TAXES			3) <u>75,235</u>
TOTAL NEW TAXES			

\* New taxes shown above reflect only those taxes applicable to activity generated within the current quarter.

\*\* The department records the impact of a new business locating in existing premises by indicating new job creation as well as business taxes and realty taxes where increased assessment occurs.

To date, the department has not been able to come up with a statistically reliable method of reporting bankruptcies and job loss thereto.

A.8

FIRMS NEWLY FORMED (1983 1ST QUARTER CUMULATIVE): \*\*

<u>COMPANY</u>	<u>PRODUCTS</u>	<u>NEW EMPLOYEES</u>	<u>APPROXIMATE NEW TAXES \$*</u>
			1) Business 2) Realty 3) <u>Total</u>
1. Photography by Schofield 102, 200 Gage Ave. S. Hamilton, Ont (Q1)	Commercial Photography (Service)	2	1) 360 2) -- 3) <u>360</u>
2. Multilingual Mgt. Cons1. 173 Broadleaf Crescent Ancaster, Ont (Q1)	Management Consultants (Service)	2	1) N/A 2) N/A 3) <u>N/A</u>
3. Women's World Fitness 99 Highway #8 Stoney Creek, Ont (Q1)	Fitness Club (Service)	10	1) 1,800 2) 3,000 3) <u>4,800</u>
TOTAL NEW BUSINESS TAXES		14	1) 2,160
TOTAL NEW REALTY TAXES			2) <u>3,000</u>
TOTAL NEW TAXES			3) <u>5,160</u>

\* New taxes shown above reflect only those taxes applicable to activity generated within the current quarter.

\*\* The department records the impact of a new business locating in existing premises by indicating new job creation as well as business taxes and realty taxes where increased assessment occurs.

Reliable statistics on bankruptcies and job losses are difficult to report inclusively, however Statistics Canada figures are shown in the attached schedule.

A.9

INTERNAL MOVES (1983 1ST QUARTER CUMULATIVE):

<u>COMPANY</u>	<u>PRODUCTS</u>	<u>ADDITIONAL EMPLOYEES</u>	<u>TAXES \$*</u>
			1) Business 2) Realty 3) <u>Total</u>
1. Canadian Signet Box 6297, 709 Main St. W. Hamilton, Ont (Q1)	Embossed displays (Manufacturing)	3	1) 3,600 2) -- 3) <u>3,600</u>
2. Philip Doyle Ltd. 75 Covington Street Hamilton, Ont (Q1)	Electrical Controls (Manufacturing)	40	1) 5,400 2) 9,000 3) <u>14,400</u>
3. D.M. Hardware 50 Sanford Ave. N. Hamilton, Ont (Q1)	Architectural Hardware (Commercial)	8	1) N/A 2) N/A 3) <u>N/A</u>
4. Binns Insurance Ltd. 105 Main Street East Hamilton, Ont (Q1)	Insurance (Service)	7	1) N/A 2) N/A 3) <u>N/A</u>
5. Eastern Sandblasting 297 Fifty Road Winona, Ont (Q1)	Steel Preparation (Commercial)	8	1) 5,400 2) 9,000 3) <u>14,400</u>
6. Body Positive Fitness 134 Jackson St. E. Hamilton, Ont (Q1)	Fitness Club (Service)	3	1) 950 2) 1,584 3) <u>2,534</u>
7. McGowan Insulations 522 James St. N. Hamilton, Ont (Q1)	Ind/Comm Insulations (Commercial)	13	1) 1,800 2) -- 3) <u>1,800</u>
8. Dial Delivery Services 247 Young Street Hamilton, Ont (Q1)	Parcel Delivery	7	1) 1,440 2) -- 3) <u>1,440</u>
9. Da-Lee Excavating 350 Jones Rd, Box 14 Stoney Creek, Ont (Q1)	Excavations/Rentals (Commercial)	6	1) 2,592 2) 4,320 3) <u>6,912</u>
10. Peter Gale Ltd. 353 Millen Road Stoney Creek, Ont (Q1)	Decorating (Commercial)	5	1) 900 2) -- 3) <u>900</u>

11. Lilo Products 24 Sanford Avenue Hamilton, Ont	Paper Products (Commercial)	50	1)	N/A
			2)	<u>N/A</u>
			3)	<u>N/A</u>
12. Falcon Fabrications 232 South Service Road Stoney Creek, Ont	Structural Steel (Manufacturing)	N/A	1)	3,960
			2)	<u>--</u>
			3)	<u>3,960</u>
13. T.J. Morris & Son 455 Barton St. E. Stoney Creek, Ont	Printing House (Commercial)	7	1)	1,980
			2)	<u>--</u>
			3)	<u>1,980</u>
TOTAL NEW BUSINESS TAXES		157	1)	28,022
TOTAL NEW REALTY TAXES			2)	<u>23,904</u>
TOTAL NEW TAXES			3)	51,926

\* Taxes shown above reflect only those taxes applicable to activity generated within the current quarter. These are not necessarily new taxes and therefore are not considered in the summary

A.10

NEW SPECULATIVE CONSTRUCTION (1983 1ST QUARTER CUMULATIVE):

<u>COMPANY</u>	<u>LOCATION</u>	<u>APPROXIMATE NEW TAXES\$*</u>
1. None		
TOTAL NEW BUSINESS TAXES		1)
TOTAL NEW REALTY TAXES		2)
TOTAL NEW TAXES		3)

\* New taxes shown above reflect only those taxes applicable to activity generated within the current quarter.

A.11

MAJOR EXPANSIONS-(OVER \$100,000.00) (1983 1ST QUARTER CUMULATIVE)

<u>COMPANY</u>	<u>PRODUCTS</u>	<u>NEW EMPLOYEES</u>	<u>APPROXIMATE NEW TAXES \$*</u>
1. None			1) Business 2) Realty 3) <u>Total</u>
TOTAL NEW BUSINESS TAXES			1)
TOTAL NEW REALTY TAXES			2)
TOTAL NEW TAXES			3)

\* New taxes, shown above reflect only those taxes applicable to activity generated within the current quarter.

A.12

SUMMARY OF FIRMS PLACED (1983 1ST QUARTER):

	<u>NUMBER</u>	<u>NEW EMPLOYEES</u>	<u>APPROXIMATE NEW TAXES \$</u>
Firms New to the Region	8	107	75,235
Firms Newly Formed	3	14	5,160
Internal Moves	13		
Speculative Construction			
Major Expansions	—	—	
<b>TOTAL</b>	<b>24</b>	<b>121</b>	<b>80,395</b>

A.13

SUMMARY OF FIRMS PLACED BY MUNICIPALITY (1983 1ST QUARTER):

	<u>1ST QUARTER</u>	<u>2ND QUARTER</u>	<u>3RD QUARTER</u>	<u>4TH QUARTER</u>	<u>TOTAL</u>
Ancaster	1				1
Dundas	0				0
Flamborough	1				1
Glanbrook	0				0
Hamilton	14				14
Stoney Creek	8				8
<b>TOTAL</b>	<b>24</b>				<b>24</b>

A.14

DOLLAR VALUE OF BUILDING PERMITS  
ISSUED BY QUARTER FOR 1983

	<u>1981 TOTAL \$ VALUE</u>	<u>1982 TOTAL \$ VALUE</u>	<u>1983 TOTAL \$ VALUE</u>	<u>1983 IND. &amp; COMM. VALUE</u>	<u>1982 IND. &amp; COMM. %</u>	<u>1983 IND. &amp; COMM. %</u>
<u>ANCASTER</u>						
1st Quarter	1,558,700	1,764,300	3,270,400	147,500	N/A	4.51
2nd Quarter	4,820,944	4,102,050			.54	
3rd Quarter	3,031,670	1,120,800			10.44	
4th Quarter	<u>1,710,970</u>	<u>2,092,850</u>			<u>2.24</u>	
	11,122,284	9,080,000	3,270,400	147,500	2.05	4.51
<u>DUNDAS</u>						
1st Quarter	990,873	458,437	572,490	14,800	4.52	2.59
2nd Quarter	1,727,698	1,833,044			49.74	
3rd Quarter	1,226,454	3,038,471			3.13	
4th Quarter	<u>832,029</u>	<u>858,138</u>			<u>N/A</u>	
	4,777,054	6,896,609	572,490	14,800	14.90	2.59
<u>FLAMBOROUGH</u>						
1st Quarter	1,612,462	717,475	2,807,542	64,000	36.48	2.28
2nd Quarter	5,003,030	2,422,318			5.91	
3rd Quarter	2,300,694	2,125,040			20.42	
4th Quarter	<u>1,921,150</u>	<u>3,089,472</u>			<u>3.98</u>	
	10,837,336	8,354,305	2,807,542	64,000	11.51	2.28
<u>GLANBROOK</u>						
1st Quarter	403,400	201,575	250,000	47,000	N/A	18.8
2nd Quarter	684,180	1,179,500			10.00	
3rd Quarter	393,250	575,000			7.22	
4th Quarter	<u>430,800</u>	<u>10,527,000</u>			<u>95.00</u>	
	1,911,630	12,483,075	250,000	47,000	81.39	18.8

DOLLAR VALUE OF BUILDING PERMITS  
ISSUED BY QUARTER FOR 1983 (Cont'd.)

	<u>1981 TOTAL \$ VALUE</u>	<u>1982 TOTAL \$ VALUE</u>	<u>1983 TOTAL \$ VALUE</u>	<u>1983 IND. &amp; COMM. VALUE</u>	<u>1982 IND. &amp; %</u>	<u>1983 IND. &amp; COMM.</u>
<u>HAMILTON</u>						
1st Quarter	25,353,105	25,118,637	6,967,302	3,635,835	76.42	52.18
2nd Quarter	33,408,938	27,128,808			58.09	
3rd Quarter	27,744,565	26,664,222			50.19	
4th Quarter	<u>26,226,719</u>	<u>15,833,364</u>			<u>21.32</u>	
	112,733,327	94,744,031	6,967,302	3,635,835	54.58	52.18
<u>STONEY CREEK</u>						
1st Quarter	3,979,900	2,312,150	8,624,700	70,400	4.32	.82
2nd Quarter	14,911,950	5,949,500			11.82	
3rd Quarter	6,630,850	4,070,600			6.12	
4th Quarter	<u>7,601,790</u>	<u>4,684,225</u>			<u>.46</u>	
	33,132,990	17,016,475	8,624,700	70,400	3.97	.82
<u>REGIONAL TOTALS</u>						
1st Quarter	33,898,440	30,572,574	22,492,434	3,979,535	64.04	17.69
2nd Quarter	60,556,740	42,615,220			41.43	
3rd Quarter	41,327,483	37,594,133			38.09	
4th Quarter	<u>35,884,268</u>	<u>147,574,495</u>			<u>9.19</u>	
	200,143,831	249,356,422	22,492,434	3,979,535	26.12	17.69

(B) CONVENTIONS AND TOURISM

Canadian Government Office of Tourism Marketplaces - Michigan, March 6-9, 1983.

Attended the Spring Travel Shows in Dearborn, Grand Rapids and Flint, Michigan, March 6-9, 1983. In Dearborn, 4,000 people attended the consumer marketplace, while 250 meeting planners attended a luncheon. Another 400 travel agents and tour operators attended tradeshows in each city. We found a great deal of interest in the Hamilton-Wentworth Region throughout Michigan.

Cleveland Sport Travel & Outdoor Show - March 17-28, 1983.

This consumer show attracted over 100,000 people and our booth was staffed by Lady Hamilton volunteers, Mrs. Laura Stuart and Mrs. Irene Inglis.

Canada Community Development Project - Hamilton-Wentworth Visitor Industry Research Study.

We now have four research people on our staff. This has been made possible through a Canada Community Development grant. Connie Kratofil is the Project Manager, while Barb Adams, Marie Boric and Bev Mansfield are the researchers. For the next seven months, these women will be conducting a major visitor analysis survey at events, performing arts, attractions and general tourist destinations. The marketing information gained from these surveys should prove to be very valuable to everyone in the hospitality industry and final statistics will be made available in December, 1983.

MOTORCOACH REPORT

The Discover Ontario Marketplace February 24-26, 1983 - Toronto.

The purpose of this pilot project was to develop group business by placing 25 buyers (US Tour Operators/Wholesalers) one-on-one with 25 sellers (Ontario Tourism Industry) in a marketplace style set-up.

Hamilton-Wentworth Visitor & Convention Services had been asked to participate in this pilot project. We were involved in the marketplace business appointment session and in addition to this we hosted 5 Philadelphia Key Group Tour Operators on Friday, February 25, 1983.

Cleveland Sport Travel & Outdoor Show - March 17-28, 1983 - Consumer marketplace with the Lady Hamiltons, Laura Stuart and Irene Inglis. They staffed the booth which gave me the opportunity to travel throughout Ohio State making sales calls to bus companies and tour operators with the objective of attracting group motorcoach business to Hamilton-Wentworth. The following is a brief summary of the sales calls I made during the week of March 21 - March 25, 1983 :

Good Time Travel Inc.

Association

Goodman Tours

Motorcoach Tours

Ashland City Lines

AAA Columbus

Greenlawn Transit Lines Inc

AAA Cambridge

Fidelity Tours

Ohio Valley Charter Service

Columbiana Coach Line

AAA Cleveland Ohio Motorist  
Cleveland Southeastern Trails

Great Day ! Tours

Blue Bird Coach Lines

American Interstate Tours

United Transportation

Mary Kamm Tours

Trip and Travel

A & M Transit

Evans Transportation

CONVENTIONS

No. of Conventions - January-March	17
No. of Delegate Days	12,665
Revenue Produced	\$1,200,000

Total conventions does not include 5 major consumer shows during this period. It is estimated that Hamilton Wentworth will host 135 conferences, trade shows, etc. in 1983 with 63,000 delegates, generating \$18,000,000

February, 1983 - CGOT Marketplaces in :

Cleveland, February 1,  
Pittsburgh, February 3  
Chicago, February 8-9

American Society of Association Executives - Spring Conference and marketplace  
- March 1983 - Washington DC.

Marketplace was open for 12 hours and 1800 associations registered. CGOT was located at the entrance, excellent position. 110 associations completed our questionnaire, 64 indicated that they were of a size Hamilton-Wentworth could accommodate and that they meet in Canada. Bob Gibb, Royal Connaught Hotel was a partner in this promotion. We have evaluated all cards and a mailing sent out.

(C) WENTWORTH HERITAGE VILLAGE

Summary:

In the off-season quarter, the Village continued to break new ground in its professional development which is so essential to its growing level of public service, both in the core museum disciplines and in preparation for still better programming in 1983.

1. Administration

The Historical Advisory Board was reconstituted by Council for the 1983-6 period, with 9 members established in two sub-committees, one for the Village and one for the 1859 Pumphouse. The Village's Terms of Reference Committee made its report, and the Terms of Reference for the Village Master Plan were forwarded to Regional Council.

One of the 1982 Canada Community Development Project Programme grant workers was appointed to the position left vacant by L. Murray, at an interpreter level. There were no other changes in year-round staff, and seasonal staff returned completely, with the exception of three replacements of week-end attendants. Negotiations began with the bargaining unit that had been certified in 1982.

Another sign of the growing recognition of the professional stature of the Village came with the inclusion of the Village in the Canadian Heritage Information Network programme of converting museum catalogues to readiness for computer entry in the National Inventory of National Museums of Canada; CHIN officials made application for summer and other cataloguing assistants to appropriate federal programmes. On the local level, the Village was able to assist in the formation of the Heritage Cooperative, an organization of 18 museums in Hamilton-Wentworth, especially with the CCDP grant project which the Coop initiated during this quarter.

Grant approval in the first quarter of 183 were:

Canada Community Development Projects Programme 1983 (federal):	\$48,568
National Museums of Canada Upgrading & Equipment Assistance:	19,500
Wintario Capital Programme, Ontario Min. of Cit'p & Culture:	6,528
TOTAL grants approved to end of first quarter:	\$74,596

The CCDP 1983 grant provides one year employment to four interpreters working as cook, weaver, seamstress and native craftsman respectively, demonstrating their skills and producing work for sale in the Village. The latter two grants are the federal and provincial contributions toward upgrading the Potts Building to museum standards of security and environmental controls.

## 2. Assets

The priority capital project was the completion of the Potts Building, finishing the basic construction phase and proceeding carefully through insulation, wall surfaces, equipment ordering and installation, to provide the Village with our first museum-quality display and storage space, as well as library, workshop and indoor washrooms for the public. The new building will provide display space of first quality for temporary and travelling exhibitions as well as for an orientation display, while the storage space will for the first time, provide museum-quality protection for the most vulnerable artefacts in the collection, our costumes and textiles, as well as works on paper. In addition to the Potts Building, preliminary work was done on the addition to the Tea Room.

Progress on the Tea Room addition was impeded by the hold-up on the Village's grant application under the Canada-Ontario Employment Development Programme, the labour from which had been intended to complete the Tea Room addition quickly; one unfortunate result is that further progress on the Village's application for a Liquor License has not been possible, a delay which will have an effect on budget, where revenue from the liquor license has been projected.

Renovations included the framework for alterations to the Service Barn, to provide a proper workshop facility there, to take advantage of the relocation of functions to the Potts Building; and the removal of the wire barriers from the Spinning Wheel Shop, where they have been replaced by more appropriate and less conspicuous wooden ones.

New acquisitions during this quarter included a silver pocket watch donated by Ruth Hopkins of Waterdown; a bone crusher used to make meal for chickens, donated by Bill Crewson of Rockton; and two photographs of the Wentworth County Councils of 1919 and 1920, donated by Eleanor Currie, Curator of Doon Pioneer Village.

Significant progress was made on conservation, with the installation of ultra-violet filters on the Potts Building windows, and the planning and ordering of the heat pump, humidifier, dehumidifier, air filter, electronic security system, two hygrothermographs and light monitor for that building. Two pressing conservation problems were attacked: a mould that had developed on the Potts Building's mud block wall display was analyzed by the Ontario Ministry of Citizenship and Culture's conservators, and treatment prescribed; and the stained glass window that had been in danger of collapse was beautifully restored by volunteer Bob Moulder, in a thoroughly professional manner.

## 3. Programmes

New displays for the April 1 Village opening included an Easter Bonnet display for the Dry Goods Shop; a new Recent Donations display case in the Tea Room; and a display of art works based on the Village, done by a high school art class on tour, also in the Tea Room. Extension exhibits were produced for the Flower & Garden Show and the Sports & Leisure Show in Hamilton, and for the Railroad Modellers' show at the CNE in Toronto.

The planning and preparation of our interpretation programmes surged along, in anticipation of the growing number of advanced bookings for the April-June school period. The four new interpreters hired for the 1983 season under the CCDP 1983 grant were recruited, oriented and trained, along with past and incoming new Village staff, including a special training session for three days in Living History Dramatic techniques, for which the Village is becoming known. Staff attended conferences on Work in Museums, sponsored by the Ontario Museums Association in Toronto; and on Interpretation in an Historical Kitchen, held at Gibson House in Toronto. Both male and female costumes were produced, including further details such as hats and bonnets, that had not been available before. A total of 1,010 educational kits were produced and distributed to 18 area school boards, each kit consisting of seven pieces of literature orienting the teacher to a visit. Thirty separate school teachers visited the Village as part of a professional development day, and 20 bookings for the all-day special programme with the separate schools have already been made for November, 1983.

The trailblazer programme was completed on the Regional and Township roads, consisting of 22 signs. Four more were erected by the Ministry of Transportation and Communications on Highway 52. Poster distribution to liquor control board outlets in Hamilton and Kitchener areas was achieved. And ads were placed in various new locations, including a two-page colour feature in the new tourist Key to Hamilton-Wentworth and the Golden Horseshoe. Plans were made to replace the large highway signs, those at the Village, and to share some sign locations with the African Lion Safari. The agreement of Canada Coach to provide a bus service to the Village on demand, and its inclusion of the Village in its advertised tours, was also a vital step in marketing for the 1983 season.

Finally, the volunteers continued to assist with all aspects of Village activities throughout the winter, on a more restrained but still valuable scale during the off-season, from cataloguing assistance to conservation, as with the stained glass window. They also participated in the interpretation training programmes, and are expected to be a dynamic part of the 1983 season.

(D) THE HAMILTON MUSEUM OF STEAM AND TECHNOLOGY

During the last quarter at the Museum, emphasis has been put on preparing the available space for public reception and display, and to setting the groundwork for the administrative development of the Museum.

The Museum opened to the general public on April 1st. At this time the only on-site facility opened to them was the interior of the Pumphouse. It was the intention to have an interpretative display in the enclosed end of the Woodshed, however this did not prove possible as the area had not been vacated by Engineering Services. At the time of writing, the Museum does still not have access to either the Boiler Room or Woodshed, consequently, it has not proven possible to prepare and mount any interpretative displays.

The restoration of the first two floors of the Pumphouse is well on the way to completion, after which the restoration of the beam floor will be undertaken. The upgrading work on the electrical system inside the Pumphouse, as required by Ontario Hydro, has been carried out by Regional Engineering.

The Museum was granted assistance to the total of \$46,000 under the CO-ED work programme ad, four tradesmen are now working at the Museum. This grant is for a period of 26 weeks.

Some limited advertising has been undertaken in local publications, and a display was mounted in March at the CNE show grounds in conjunction with the Model Railway Show. We also participated in the Hamilton Sport and Leisure Show at the Convention Centre.

Attendance at the Musum has been reasonable each Sunday when the engine operates. No major publicity will be attempted until we have adequate additional displays in either the Woodshed or Boiler Room. This is simply because, given the safety aspects of the site, only limited numbers of visitors can be allowed in the Pumphouse at one time.



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